

Southwest Sustainable Forests Partnership
presents

Smallwood Entrepreneur's Conference -
"Technology Transfer by Building
Entrepreneurial Spirit"

**Forestry Entrepreneur's
Seminars for Success!**

October 16, 17 & 18, 2006

**Hon-Dah Resort-Casino Conference Center
Highway 260 & 73 (near Pinetop-Lakeside)**

PROGRAM

Monday, October 16-Technology Transfer & SWSFP Successes

**7:30 - 8:15am
Registration**

**8:30 - 9:30am
Welcome MC- Bill Greenwood, Town Manager, City of Eagar,
AZ**

Ronnie Lupe, Chairman, White Mountain Apache Tribe

Larry Vicarrio, Mayor, Town of Pinetop-Lakeside

Charles Peone, Jr., Fort Apache Timber Co.

9:30 - 10:am

Lessons Learned SWSFP- Herb Hopper, Kim Kostelnik, John Waconda

10:00 - 10:40am

Regional Dynamics for Smallwood U&M "Case Studies: Where it's working" - Mark Engle, Business Development Specialist & Dusty Moller, Utilization & Marketing Specialist, SWSFP

10:40 - 11:00am

Break

11:00am - 12:15pm

Bob Rummer, Project Leader, US Forest Service, Auburn, Alabama

"Mechanizing forest operations--changing the way you work"

12:15 - 1:15pm

Lunch-On your own

1:15 - 3:15pm

Rusty Dramm, National Sawmill Specialist, USDA Forest Service, State & Private Forestry, Madison, WI

"Challenges and Opportunities for the Small Log Sawmill"

3:15 - 3:30pm

Break

3:30 - 4:00pm

Dwayne Walker, Owner & Principal, Walker Brothers & Future Forests, LLC

"Lessons in Mechanized Harvest for smallwood operations"

4:00 - 4:30pm

Bob Rummer *"Case Studies in Smallwood Enterprises"*

4:30 - 5:00pm

Dusty Moller, U&M Specialist, SWSFP

"Wood Industry Lessons Learned"

5:00 - 7:00pm

Cocktails & Light Hordeouvres- Timbers Lounge

6:00 pm

Bill Greenwood & Molly Pitts, Northern Arizona Wood Products Association-

"Organization and Fundraising for Wood Industry Associations"

7:00pm

HonDah Resort & Casino presents Comedy Night - Timbers Lounge

Tuesday, October 17-Developing Entrepreneurial Spirit

7:30 - 8:15am

Registration

8:15-8:30

Welcome & Outline of Days Events- Bill Greenwood, City of Eagar

Breakout Session 1 8:30-9:30am

- *Grant Writing Workshop-*Molly Pitts, Exec. Director, NAWPA (How to write a winning for forestry grants)
- *Writing a Winning Business Plan-*Jessica Covey, Director, Northland Pioneer College SBDC (includes workbook & template for your use)
- *Research & Resources-*Mark Engle, SWSFP (Online demonstration of SWSFP web resource sites & their use for grants & business plans)

Breakout Session 2 9:45 - 10:45am

- *Forming a Non-Profit Industry Association-*Molly Pitts, NAWPA (Lessoned learned from the NAWPA experience)

- ***Marketing Your Small Business***-Jessica Covey, NPC-SBDC (Includes Workbook on basic marketing ideas)
- ***Doing Projections for Your Forestry Business***-Mark Engle, SWSFP (Includes Excel Workbook and examples for your use)

Breakout Session 3 11:00am - 12:00pm

- ***Grant Writing Workshop***-Molly Pitts, Exec. Director, NAWPA (How to write a winning proposal for forestry grants)
- ***Woody Biomass Utilization Grants Program*** -Rusty Dramm (Forest Service grants for improving fuels treatments and land restoration)
- ***Writing a Winning Business Plan***-Jessica Covey, Director, Northland Pioneer College SBDC (includes workbook & template for your use)

12:00 - 1:00

Lunch-On Your Own

Breakout Session 4 1:00 - 2:00pm

- ***Research & Resources***-Mark Engle, SWSFP (Online demonstration of SWSFP web resource sites & their use for grants & business plans)
- ***Value Added Marketing***-Sherry Barrow, SBS Wood Shavings (Lessons Learned in Biomass utilization)
- ***Collaborating in the Southwest Region***-Dusty Moller, SWSFP (Lessons in Utilization & Marketing)

Breakout Session 5 2:15 - 3:15pm

- ***Grants Accounting***-Kim Kostelnik, NM State Forestry (How to account for and properly document federal grants)
- ***Doing Projections for Your Forestry Business***-Mark Engle, SWSFP (Includes Excel Workbook and examples for your use)
- ***Marketing Your Small Business***-Jessica Covey, NPC-SBDC (Includes Workbook on basic marketing ideas)

3:30 - 5:00pm

SWSFP Success Panel-

- **Moderators - Mark Engle and Dusty Moller SWSFP**
- **Panelists-Dwayne Walker, Bill Greenwood, John Waconda, Matt Allen (Mt Taylor Woodworks), Ray Levengood (Western Wood Products, Inc), Jim Hughes (Cuba SWOT & Incubator)**

Wednesday, Oct. 18th-Tours

7:30 - 8:15am

Check-In-In parking area

8:15am

Loading of Buses begins

8:45 - 9:50

Forest Energy Corp-*Tour of pellet mill*

10:30 - 12:00

Dwayne Walker-*Tour of mechanized thinning operations*

Lunch-Box lunches served enroute to final Tour

2:00- 4:00pm

Fort Apache Timber Mill

[Download a copy of PDF file for printing at](http://www.fourcornersconsultinggroup.com/Fall06Conf/SWSFP Conf 06 Letter.pdf)

<http://www.fourcornersconsultinggroup.com/Fall06Conf/SWSFP Conf 06 Letter.pdf>

Registration Form

Fax or mail to:

**Four Corners Consulting Group, Inc.
2125 Hwy 77, Show Low, AZ 85901**

FAX 866-681-3893

For more info call Mark Engle at 928-274-5033

Name(s):

Company:

Address:

Phone:

Fee Enclosed \$ _____

Cost is \$25/person

(Make checks payable to Four Corners Consulting Group)

() I plan on attending the bus tours

**Travel Reimbursement Assistance is available to help defray costs.
For more info contact Herb Hopper, SWSFP, 51 W. Vista Dr. #4,
Holbrook, AZ 86025 Phone 928-524-6063 Ext. 5**

**Hotel Reservations at special rate at HonDah Resort & Casino. Call
Kathleen Kasey for reservations at 800-929-8744 Ext 7620**

**For more information, find us on the Web at www.swsfp.org (Click
on Fall Conference Link)**

Thank You to our sponsors!!!

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New Mexico State Forestry Dept.,
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Stockmen's Bank, & Heritage Camp Timber